

EXHIBIT 16

▼ 5 recommendations, including:



Cyrus Shaoul
Post-Doctoral Fellow at Universität Tübi...

Scott is one of the smartest people I know. He is usually thinking of things about 5 to 10 years ahead of everybody else. We... View ↓



ERIC ALEXANDRAKIS
Composer/Musician/Producer at Minoan...

Some may not know this, but digital watermarking started with Scott. I met Scott over 10 years ago when he offered to test... View ↓

[3 more recommendations ↓](#)

Founder & CEO

Wistaria Trading, Inc.

September 1991 – Present (22 years 6 months)

Sales & marketing consultancy and agent for US and European exports to Japan. Exemplary projects: developer of the "hearts on fire" diamond brand (yes, that "hearts on fire" campaign); agent for US microbrewers successfully creating the 17th largest seller; largest importer of pre-recorded compact discs over 10 mil+ units per year; fishing supplier deployment of Japan-specific direct marketing campaign and in-country sales support; and, initiated Japan-wide expansion of several niche products with specialized distribution channel marketing and direct sales requirements.

Stateside: represented Japanese vendors in negotiations, management and maintenance of US-based partners. Specific market experience available on request.

Apprentice/Intern

Sony Corporation, Tokyo, Japan

June 1990 – August 1990 (3 months)



First undergraduate Intern for Sony Corporation in Japan. Formulated and designed a strategy to enter U.S. high-definition TV market. Created business plan for improving monitor device top & bottom line performance. Needless to say, these plans were the subject of intense scrutiny concerning internationalization and specific target market strategy.



Volunteer Experience & Causes

Opportunities Scott is looking for:

- Skills-based volunteering (pro bono consulting)



Languages

Japanese



Projects

Jared Dylan - In Panic EP ➔

2010 – Present

<http://www.youtube.com/watch?v=TVz2B8RTG1w&feature=plcp>

<http://www.youtube.com/watch?v=isvWiY7iNHQ&feature=context-chv>

► 6 team members, including:

Scott Moskowitz
Passionate American Inventor & Entrepr...

Jared Goldstein
Student at University of Miami



Associate Professor at University of Miami



Raymond Joao
Owner, Joao Systems

How You're Connected



You



John Kelly



Shaun Sullivan

Your connections can introduce you to someone who knows Scott

[Get introduced ▶](#)



Scott Moskowitz

People Similar to Scott



Mark Kole 3rd

CEO & Founder at Ant Factory Mobile LLC
Connect

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Jerry D. Goldstein

Attorney At Law



...

Anthony J. Resta
















Skills & Endorsements

Top Skills














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Start-ups
















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Entrepreneurship














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Strategy














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Digital Media












10

New Business Development











8

Business Planning









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Cloud Computing









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Strategic Planning









5

SaaS



5

Executive Management



Scott also knows about...

4

E-commerce

3

Venture Capital

3

Management

3

Business Development

3

Analytics

2

Product Development

2

Negotiation

2

Mobile Applications

2

Public Relations

1

Multimedia

1

Licensing

1

Product Management

1

Product Marketing

1

Online Marketing

1

SEO

See 25+ >



Education

University of Pennsylvania

Baccalavrei Artivm, Political Science, Oriental Studies - Japanese

1986 – 1991

cum laude



University of Pennsylvania - The Wharton School

BSE/BA, Finance, Political Science & Japanese

1986 – 1991

cum laude

Activities and Societies: ZBT



International Christian University


1989 – 1990

Obirin College, Machida, Japan

Japanese Business & Society Program

1988 – 1988

Activities and Societies: [Introduction to Japanese Society and homestay.](#)


 Additional Info

Interests

[Check out my photography under "digitalshaman" at Flickr <http://www.flickr.com/photos/digitalshaman/>](#)
[Please become a fan of "Blue Marble Terra" on Facebook or follow tweets \[@bluemarbleterra\]\(#\)](#)


Advice for Contacting Scott

e-mail is best with some specifics of the reason for your inquiry.

 Honors & Awards

Additional Honors & Awards

Series 7 & 63 (1987)
Mortgage Broker License (FL) (2006-2010)
Mortgage Brokerage Business License (FL) (2009-2010)

 Organizations

Additional Organizations


[Senior Member - IEEE, ACM, SPIE](#)

Recommendations

Received (5) ▾ Given (4)

Founder & CEO

Blue Spike, Inc.



Cyrus Shaoul


Post-Doctoral Fellow at Universität Tübingen

“

Scott is one of the smartest people I know. He is usually thinking of things about 5 to 10 years ahead of everybody else. We used to hang out a lot in Tokyo, and I was always impressed by his motorcycle skills. Rock on, Scott!

”

April 7, 2008, Cyrus was with another company when working with Scott at Blue Spike, Inc.



ERIC ALEXANDRAKIS

Composer/Musician/Producer at Minoan Music [music for all media]

Some may not know this, but digital watermarking started with Scott. I met Scott over 10 years ago when he offered to test his new digital watermarking technology on an album

http://www.linkedin.com/...k=vsrp_people_res_name&trkInfo=VSRPsearchId%3A175375581391543212611%2CVSRPtargetId%3A1966%2CVSRPcmpt%3Aprimary[2/4/2014 1:05:02 PM]

“

I was producing as a graduate student, at the University of Miami. He'd already been extremely successful with his distribution company in Japan, and was now looking to expand on his new great idea.... **more**

September 6, 2007, ERIC worked directly with Scott at Blue Spike, Inc.



Jarret Adams
V.P., Communications at AREVA

“ Scott is a leading thinker and entrepreneur in the technology field and is dedicated to achieving excellence.

August 1, 2006, Jarret was a consultant or contractor to Scott at Blue Spike, Inc.



Norman Hurwitz
President at NJH Financial Corp

“ I know Scott for a number of years and find him to be one of the brightest and most creative people I know.

June 23, 2006, Norman was a consultant or contractor to Scott at Blue Spike, Inc.



Michael Gruber
Investor, Interim Executive, Company Builder and Board Member

“ Scott is a passionate entrepreneur and business person with great analytics.

June 23, 2006, Michael worked directly with Scott at Blue Spike, Inc.

Groups



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Director, MIT Media...
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Companies



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Schools



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